



CONTRACTING OPPORTUNITIES

WITH THE U.S. NAVY



Workshop
Wednesday, October 30,
2002

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What are the differences?

- **SUPSHIP:** Contracts for Ship repair, maintenance, installation and other services onboard ships.
- **NAVFAC:** Construction, environmental services, A&E.
- **NAVSUP:** Supplies and services.





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Specifically at FISC Pearl Harbor:

- Supplies for ships and shore support facilities.
 - ✓ Repair parts for afloat and deployable units.
 - ✓ Items can range from basic office supplies and furniture to highly specialized equipment.
- Services range from base operations and repair service to telecommunication and industrial maintenance.

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Examples

Supplies:

- ***Appliances***
- ***Barriers***
- ***Computer Software/Hardware***
- ***Diving Equipment***
- ***Furniture***
- ***Galley Equipment***
- ***Generators***
- ***Office Supplies***
- ***Recreation Supplies***
- ***Security Equipment***
- ***Small Boat Supplies***

Services:

- ***Ammo Handling***
- ***Bottle Gas***
- ***Catering***
- ***Consulting***
- ***Equipment Rentals***
- ***Helo Washing***
- ***Husbanding (tug, potable water)***
- ***Lodging***
- ***Mess Attendant***
- ***Packing & Shipping***
- ***Phones and Pagers***



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Background:

The Purchase Card is intended to streamline payment procedures and reduce the admin associated with traditional and emergency purchasing of supplies and services.

Policy:

The Purchase Card shall be used either as a procurement method or as a method of payment for all authorized U.S. Government micro-purchases (below \$2,500)

The Purchase Card may be used as a method of payment in conjunction with other contracting methods above the micro-purchase threshold



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The following is a “Step by Step” Approach to the Navy Marketplace

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Step 1. Identify Your Product or Services

Know the North American Industry Classification System (NAICS) Code for your product or service. (www.census.gov/naics).

The table of small business size standards based on the NAICS is located at (www.sba.gov)

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Step 2. Obtain a Data Universal Numbering System (DUNS) Number.

Dun and Bradstreet maintain the *DUNS* company identifier system utilized by both government and corporate officials searching for background information on companies. Enter www.dnb.com to obtain your DUNS number.

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Step 2 Cont. Register in the Central Contractor Registration (CCR) System.

You must be registered in the *CCR* to be awarded a contract from the Department of Defense (DOD) (www.ccr.gov/index.cfm).

CCR is a database designed to hold information relevant to procurement and financial transactions. CCR affords you the opportunity for fast electronic payment of your invoices.

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Step 2 Cont. Obtain a Commercial and Government Entity (CAGE) Code.

A *CAGE Code* is a five-position code that identifies contractors doing business with the Federal Government. The CAGE Code is used in a variety of systems in the government and provides for a method of identifying a given facility at a specific location. (<http://www.dlis.dla.mil/cageserv.asp>.)

The CAGE Code request process is incorporated in the CCR registration (www.ccr.gov). Upon activation in CCR, your company will be assigned a CAGE Code.



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Step 3. Register in PRO-Net

Visit SBA's website at www.sba.gov and click *Pro-Net*.

Pro-Net is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities.

Pro-Net is Free and is open to all small firms seeking federal, state and private contracts.

Registration in Pro-Net is now linked to CCR registration (www.ccr.gov).

Include all NAICs codes & Small Business Status

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Step 4. Be Familiar with Federal Contracting Procedures

- a. *Federal Acquisition Regulations (FAR)* (www.arnet.gov/far),
- b. *Defense Federal Acquisition Regulation Supplement (DFARS)* (www.acq.osd.mil/dp/dars)
- c. *Navy Acquisition Procedures Supplement (NAPS)* (www.abm.rda.hq.navy.mil/nap1.html).

Selling to the Military www.acq.osd.mil/sadbu/publications/selling/index.html) a handbook that provides an introduction to DOD contracting practices, and provides lists of products and services keyed to particular major buying offices.

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Step 5. Identify the Navy Contracting activity that purchases your product or services.

Navy contracting functions are decentralized.

Each buying activity has a ***Small Business Specialist*** -your focal point for upcoming procurements and source for counsel on small business matters at that particular activity.

Locate the buying activity that purchases your product utilizing the Navy *Marketing Information Service* (www.navy.mil/marketing).

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Step 6. Identify Current and Future Navy Opportunities.

Long Range Acquisition Estimates - Identifies projected requirements. <http://lrae.abm.rda.hq.navy.mil>.

Current Navy Opportunities - Check *Navy Electronic Commerce Online* (NECO) website: www.neco.navy.mil.

FedBizOpps website (www.fedbizopps.gov) - A single source to identify Navy, other DOD and Federal procurement opportunities over \$25,000.

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Step 7. Investigate Federal Supply Schedule Contracts with GSA.

Many Navy supplies and services are purchased utilizing FSS contracts and the Purchase Card.

Contact General Services Administration (GSA) for info on how to obtain a FSS contract (www.fss.gsa.gov)

Info on accepting the Purchase Card when doing business with the Navy may be obtained at: (www.gsa.gov/portal/home.jsp)

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Step 8. Investigate Other DOD Programs.

Other DOD small business programs that may interest you:

*Women-Owned Small Business,
Veteran Owned Small Business,
Indian Incentive Program,
Mentor-Protégé,
Small Business Innovation Research,
Historically Black Colleges and Universities/Minority Institutions
Program.*

Info on these programs is available at the DOD Office of Small and Disadvantaged Business Utilization website: www.dodospb.com

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Step 9. Explore Subcontracting Opportunities.

Do not neglect the very large secondary subcontracting market.

Subcontracting Opportunities with Prime Contractors (www.acq.osd.mil/sadbu/publications/subdir/index.html) lists all major DOD prime contractors by state and provides a point of contact (Small Business Liaison Officer) within each firm.

SUB-Net (<http://web.sba.gov/subnet/>) is the SBA's Subcontracting Network website.



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Step 10. Seek Additional Assistance.

Exchange System - For retail activities, visit Navy Exchange System website (www.navy-nex.com) or the Marine Corps Exchange website @ (www.usmc-mccs.org/busops/Retail/main.asp)..

The Department of the Navy eBusiness Operations Office (www.don-ebusiness.navsup.navy.mil/don-ebusiness/) and

Defense Electronic Business Office (www.defenselink.mil/acq/ebusiness) provide assistance to firms getting started in the electronic marketplace.

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Where Do Innovative Technologies Come From???

Answer:

Innovative Small Businesses

- *Quick Reaction to Latest Technologies*
- *Customization of Off The Shelf Technologies*
- *Small Quantities Delivered Quickly*
- *Innovative Rapid Prototyping*
- *Low Overhead*
- *Performance Based Contracting is Forte'*
- *Quick Reaction Interface with Warfighter*



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FISC Pearl's Website:
www.cic.pearl.fisc.navy.mil

Regional Contracting Department information

- **How to Reach Us**
- **Contracting Opportunities:** request for quotation & request for proposal for upcoming contracts
- **How to Contract with the Government:** contains various information from the state departments of taxation



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Contact FISC

Regional Contracting Department
Fleet and Industrial Supply Center
1942 Gaffney St, Suite 100
Pearl Harbor, HI 96860

Commander Michael Craft, Director
(808) 473-7551
michael_j_craft@pearl.fisc.navy.mil

Charlene Matheson, Policy
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